The American Pinzgouer Assn held its national show here at Denver at the National Western Stock Show Jan. 23. It was not a large show by any means, but Pinzenuers are one of the relatively new breeds of European cattle which have been placed before the consideration of North American cattlemen.

Grand and senior champion bull was Papa Bear ABB 12L, shown by Tal-Bauerahof, Inc., Lonsdale, Minn. Reserve champion and senior champion was un entry from Floyd M. Brown, Corning, Calif., Geronino H-L 2K.

Placings and championships follow. PINZGAUER

Judge: Bill Ablo, Manhatian, Ken. BULLS: Calved March and April, 1980-3 shown, 1,

Shurkkan, on WPB OHo 324M. 2. Frank Ellzey, Ellonwood, Ga . Calved May through August, 1979-4 shows. 1. Elizoy on

Calved January through April, 1979-2 shown. 1, Cloan Hange Farto Marwayne, Alia on Clear Range CRAIL PFM 2, PBI., Lethbridge, Alta.

Frank Elizev on JR 002M -

Bud Bolinger, Relgrade, Mont.

lington, Texas, on SWPB 489M.

2. Wyoning Pinzgauer Rench on WPR Kundigundi 255M.

Porcentage females born Sep-

- 1 shown. I. Frank Elizey on

on Miss Red Baron 300M

usry through April, 1979—2 shown, 1. Tal Bauernhof, Inc., Can on Casho PBL 17L Calved prior to 1979-3 shown. I Tel Bauernhol. Inc., Lonsdale. Minn., on Papa Bear by Honry Dalbel, Ft Lupton, Colo ABB 12r 2 Floyd M Brawn. Calif. on Geronimo

to 1979—8 shown. I. PBL and Grand and sonlor champion: Tal Bauerribot, Inc., on Papa H-L, Leihbridge, Alta., Can., on Miss LEK 5K 2, David Pruiti Hear ABB 12L Reserve grand and C.J Oakwood on Mss RR and senior champion: Floyd M Junior champion: Wyoming

and senior percentage cham-pion: PBL and H-L on Miss LEK inzyauer Ranch on WPR Busier Brown 360M. Reserve: 5K. Reserve grand and reserve senior percentage champion: FEMALES. Percentage hell-David Pruitt and C.J. Oakwood ers calved May and June, 1980-2 shown. David Pruitt.

shown. 1, PBL on Miss PBL

PUREBRED FEMALES. Caived May and June, 1980—3 shown. 1. Elizoy on Miss Kathy 029M 2, PU Cattle Co. San 267M 2, Jim Weber, Perdum, Percentage hellers calved March and April, 1980—2 shown, 1, C J. Oakwood, Oak-Diego, Calif., on Miss Titzl PU 208L Calved March and April.

wood, III. nn Miss 268M. 2, 1980-9 shown, 1, PBL on Miss PBL 11M 2, PBL on Miss PBL Percentage hellers calvad Calved January and February, 1980—5 shown. PBL on Misa PBL 1M. 2, Frank Elizey on January and February, 1980—4 shown, 1. Skyview Ferm, Ar-

Calved September through December 1979—1 shown. H-L

Calved May Ihrough August, 1979-4 shown. 1, Skyview

The Baldridge Place "Cracker Jack" Sale

Thursday, February 12

11:30 a.m. at the Lincoln County Fairgrounds

North Platte, Nebraska

Selling 150 Lots

Featuring the Get and Service of LOMA LANES CRACKER JACK 12J -- "CRACKER JACK"

Percentage females born May 004L. 2. Alvene Linewaber, Col-through August, 1979—1 fax, Wash., on Miss Katja PPB brush. Calved January Ihrough April, 1979—2 shown, 1, Alvene

Caived prior to 1979-6 shown. 1, H-L on Miss AGS 1K. 2. Wyoming Pinzgauer Ranch on Edelweiss 525J. weber on Miss Austa PPB

Grand and senior chark
H-L on Miss AGS 1K. Re
grand and reserve seniors,
pion: H-L on Farrah, 1,
champion: PBL on Miss
tM. Reserve: Frank Sile.
Miss Red River 021).



THREE CRACKERJACKS-The Baldridge Place, North Platte, Neb., took the change pen of Angus bulls with their entry of 1980 calves by Loma Lanes Crackerjack 121.7k. also had the reserve pen out of the same class by Crackerjack. (Staff photo by John Cook

80 BRED FEMALES

21 OPEN HEIFERS

Most bred to "Cracker Jack"

WESTERN

JOURNAL A CROW PUBLICATION

News • Trends • Sales • Shows • Markets

February 9, 1981

Central Editio

High operating costs to offset

rebuilding phase now in gear phase somer than usual, agricultural economist, said

during 1980 shown in the USDA's cattle inventory report, unprofitability and high operating, grain and interest costs may have forced the rebuilding phase of the cattle cycle to level off

analysts contacted by the report does in fact Commodity News Service indicate the industry is The report showed total expansion phase of the cattle and calf numbers in cattle cycle." Trends that 1980 up three percent are prevalent during this compared with 1979, beef point in the cycle are low

> Many cattle producers in the industry, the analysts for the cow-calf producer, said, were not expecting to Uvacek said. see an increase in the cow herd because of heavy cow slaughter during the second half of 1980. However, they reaction by the industry to said, the large calf crop born in the spring of 1980 offset the decreuse in cow num-

beef cow replacements up

cows up five percent and cow slaughter, tight sup-

plies of feeder cattle as

heifers are held back for

Joe Kronf, Livestock

Business Advisory Service

Inc. analyst, said the initial

the report probably will be

negative after pairing a

three percent increase with

the present depressed cattle

Regarding feeder cattle

prices and availability, the

report indicated ample sup-

plies, especially during the

second half of 1981, when

animals in the 500-lb -and-

under category will be

placed on feed, the analysts

Numbers of 500-lb,-and-

under steers and heifers are

up six percent from a year

ago, according to the report.

(Continued on page 5)

plans resignation

Commodity Futures

Trading Commission Chair-

man James Stone has

tendered his resignation as

chairman of the CFTC, but

announced his intentions of

continuing his term as

commissioner, which ex-

In a letter addressed to

pires in 1988, reports CNS.

CFTC chairman

If outside factors, such as the economy and grain costs, were more "normal," the analysts said, the industry would be in the rebuilding phase the figures indicate. However, because the industry has been operating on a negative profit margin, the cattle cycle may not follow its traditional course.

Greg Schimcat, a livestock analyst for Victorio Commodities, said the cattle industry had been in a liquidating phase since last summer because of high interest rates and a poor profit outlook. The cattle industry simply has not been profitable enough to sustain the rate of rebuilding indicated by this report, Schimeat said.

However, Ed Uvacek.

HERD ALERT

Comments

W hilo there was a tremendous turnout of cattle people attending the National Cattlemen's Assn convention convention last week, the obvious prob lems caused by a sick cattle market were

many we visited with in Phoenix. Some went as far as to say we've lost our market; beef is no longe

Marketing analysts are warning that there is less shell space devoted to beef in today's retail markets than at any time in recent

One visit we had was with a person who has enjoyed remarkable success in promoting beef at the state level. He observed that over the years most of those in our industry who have received responsibility for marketing and promoting beef, in fact, had little or no previous marketing experience. Invariably they had extension or other vo-ag experience. Nice people and probably good managers, out not at all professionally trained in marketing.

Such marketing expertise, he believes, is desperately needed now to offset the negative consumer attitude toward red meat in general and beef in particular, which was brought on by halftruths and misinformation regarding the diethealth-cholesterol situation. He said consumers need reassurance that beef is good ual information

He pointed out that beef men in times past knew they had problems, and in an attempt to help their situation, they formed state beef promotion groups starting in 1956. In the '60s, specific promotion for beef, pork and lamb was formed under the umbrella of the National Live Stock and Meat Board.

them for this red meat promotion came primarily from the river markets — remember them? And primarily due to the lack of adequate funding and prolessional marketing experience used by virtually every business in the country—the lack of beef's success has (Coutinued on page 3)

CATTLE AND CALVES: NUMBER BY CLASS AND CALF CROP JANUARY 1, 1979-81

CLASS	1979	1980	1981	1981 as % of 1980
Cattle and Calves	110,864	1000 HEAD 111,192	115,013	PERCENT 103
Cows and Heifers that have calved Beef Cows Milk Cows	47,852 37,062 10,790	47,865 37,086 10,779	49,856 38,987 10,869	104 105 101
Heifers 500 pounds and over For Beef Cow Replacement For Milk Cows Replacement Other Heifers	16,903 5,527 3,932 7,445	17,226 5,939 4,158 7,130	17,874 6,189 4,353 7,333	104 104 105 103
Steers 500 pounds and over Buils 500 pounds and over Helfers, Steers, and Buils	16,442 2,403	16,019 2,492	15,605 2,55 6	97 103
under 500 pounds	27,263	27,590	29,123	106
	1978	1979	1980	1980 as % of 1979
Calf Crop	43,818	42,603	45,354	108

CATTLE AND CALVES: VALUE PER HEAD AND TOTAL VALUE

Class	Value Per Head			Total Valus		
	1979	1980	1981	1979	1980	1981
All Cattle and Calves	403	DOLLARS 502	473		000 DOLLAF 55,831,294	54,359,749

The committee proposal recommended the following

changes to the present

NCA members dispute grading proposal

beef grading system appears inevitable, the National Cattlemen's Assn. could agree on a grading proposals during debate on the issue early last week, according to CNS.

Watch next week for further NCA convention coverage from WLJ editors.

the NCA's annual conven-

The association's beef grading and inspection committee presented its proposal, which had been worked out after a year's study. That proposal recelved a mixed reaction from members attending no criteria for back fat;

for the prime grade to include moderate or higher marbling. It now must have slightly abundant or higher

•The marbling require-ment also would be lowered one step for choice to include slight marbling — instead of the current top good - provided the carover the 12th rib. The current grading system has

inch back fat and slight marbling would go into a good grade if graded at all.

USDA beef grading system: •All C, D and E maturity •The degree of marbling cattle would be graded or would be lowered one step referred to as manufactur-A major discussion oc-

curred after the Kansas delegation submitted an alternate proposal that had the support of the groups from Iowa, Minnesota and

that a new beef quality grade be developed for A cass has 0.3-inch back fat and B maturity carcasses containing small and slight marbling. In addition, the •All A and B maturity be lowered to 0.2-inch and

The groups' prime concern appeared to be fear of lowering of the quality standards for the choice grade. The answer, however, appears to lie in the minimum back fat requirement, which would insure consistent quality, several speakers who strongly supported grading changes said at the beef grading

animal scientist, Michael Dikeman, said the present grading system, which bases quality on the degree (Continued on page 3)

President Ronald Reagan, Stone said the chair is assigned at the pleasure of

the president, admitting

Kansas State University of marbling, had not kept back fat requirement would pace with industry changes. an acting chairman from

Reagan's legal right to replace him, but said he did not want to be considered for the chairmanship.

Stone's resignation will become effective as aoon as Reagan can get another chairman confirmed by the Senate. No nominations for the CFTC have been

However, a CFTC spokesman said Reagan could decide to accept the resignation immediately, in which case the commissioners would be forced to elect

Second NCA committee rejection:

Futures abolishment plan meets defeat

The marketing committee of the National Cattlemen's last week calling for the NCA to work to eliminate live and feeder cattle futures trading, reports

By a voice vote, the committee rejected the re- straight year a cattle futures solution presented by the trading abolishment stance California Cattlemen's Assn. The committee also reviewed and revised its total marketing policy

Policy toward cattle fumost attention during the ing. The committee adopted futures subcommittee call

contract revisions to meet Assn. defeated a resolution industry needs, education belief that futures were not programs to teach cattle- an effective hedging tool men how to use futures and and did not serve cattle tighter regulations of large market trades by the federal government.

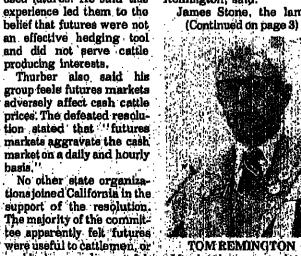
This was the was rejected by the NCA Marketing Committee, said Irvin Thurber, chairman of the California Cattlemen's . No other state organiza Assn. Marketing Committions joined California in the

resolution.

tures trading received the tee, which drafted the support of the resolution The majority of the commit Thurber said members of tee apparently felt futures his organization were were useful to cattlemen, or the recommendations of A knowledgeable about the could be made useful. futures markets and had committee chairman, Tom

producing interests.

(Continued on page 3)



1

50 BULL CALVES

20 Sons of "Cracker Jack"

2 Coming 2-year-olds

"CRACKER JACK"



A full sister to Dr. Spock QUEEN BLACKBIRD 1199—She selis! The Baldridge Place had the Champion and Reserve Champion pen of 3 Angua at the 1981 National Western. All sired by "Cracker Jack."

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ployee, there's a mecha-

nism for complaining that

According to Gary Car-

boni, spokesman for the

General Accounting Office

(GAO) Fraud Taskforce, a

call on the toll free number,

800/424-5454, results in an

investigation of all charges.

Of the 24,000 plus calls they've handled since the

program began in January

1979, about 5500 have been

departments involved. Al-

hundred involved USDA.

Inspection kickbacks and

abuses such as government

workers running a private

business from their offices

on government time are

typical of problems investi-

Carboni emphasized that

the hotline is to investigate

Coming Events

Feb. 15-17-33rd Annual Top Cut Show 8 Sale, Missoula,

sociation Convention, San Antonio, Texas,

CATTLE AUCTIONS

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Debt surge to force interest rate boost

past twenty years will soon force agricultural borrowers to pay interest at rates equal to what most other businesses pay, a panel of credit experts agreed, according to Commodity News Service

businesses. But with the increase in "leverage" in agricultural borrowing and less stability in interest rates and the economy, agricultural borrowers will have to compete head to head with other businesses. said Marvin Rohn, a vice commodity, just like cattle prosident of the Omaha and grain," Rohn said. National Bank.

Rohn was speaking as a member of a panel on agricultural financing and credit If you are suspicious of a situation involving fraud or National Cattlemen's Assn. convention in Phoenix,

> Since 1960, the U.S. agricultural debt has grown 603% while agricultural assets have increased only to work out cash flow alter-437%, Rohn said. This puts agricultural debt leverage on a par with most U.S. businesses, he said.

"It's a competitive mar-

tural lending rates probably prime lending rates, he

Overall, the seminar reviewed current lending trends with special regard historically have paid interest at lower rates than other dustry. Panelists from the public and private sector discussed where funds are available, such as commercial banks, insurance com- assist them in multi-varipanies and the federal govenrment, and how to get careful cash flow analysis. those funds.

> Danny Klinefelter, professor of agricultural economics at Texas A&M

Loan officer cautions:

sent to the inspector general of the federal government force change of habits though he didn't have an exact count, he said several

An agricultural loan officer at a major Oklahoma City bank says high interest rates have changed the complexion of borrowing, and he cautions agri-businessmen and farmers "not to use the practices of the past out of habit."

illegal activities, and not a Sam Gilmore, senior vicepresident in charge of agricultural lending at the First National Bank of Oklahoma City, said business decisions in the 1980s must be keyed more heavily Feb, 19-22-Annual Devon Asthan ever to the cost of borrowing money and the skill of entrepreneurs in Feb. 8 & 9—Southwestern International Livestock 24th An-nual Range Bull Show & Sale, El

Gilmore said that with high demand for money and fluctuations in interest rates, "You've got to adjust to high interest rates and try Ken.
Feb. 14—DuVsii Ranches, 2nd
Annual Polled Hereford Production Sale, Granade, Colo.
Feb. 14—Fatton Angus Ranch.

As a first step, the banker

As a first step, the banker advised a recent meeting of the Oklahoma Seedmen's Asen., "get a financial adviser. Without one, you as a small businessman, a farmer or whatever, are going to be in trouble. So get yourself a banker who can also serve as a good financial advisor.

Nelson Livestock Auction, Willicox, Ariz.

Feb. 18—Sandy Acres Simmental, Ericson, Neb.

Feb. 20—Ankony Shadow lele
Angus Bull Sale, Minatre, Neb.
Feb. 20—Jenitaon Herefords
Angual Production Sale, Quinter,
Kan.

Sale, Platte City, Mo.
Feb. 21—Universal Simmental Staters

Sale, Platte City, Mo.
Feb. 21—Cisyton Williams Angual Production Sale, Brownwood Sale, Grownwood Sale, Grownwood Sale, Grownwood Sale, Ball, Sale, Brownwood Sale, Grownwood Sale, Grownwood

The growth in agricultur- borrowers must pay the which can humble even the Farmers Home Administrated all debt at a faster pace than same rates," Rohn said. most efficient producer if he tion and the same rates. most efficient producer if he tion and the Commodi does not have contingency

"worst scenario" to show

the banker you can pay back

a loan in an adverse

situation. He prodicted

more and more cattle

producers will begin to

employ mini-computers to

able price predictions and

agriculture division of the

Equitable Live Assurance

Society, St. Louis, Mo., told

the seminar about his

changing role in agricultur-

al lending. He said equit-

able is getting out of the

fixed-rate long-term mort-

gage and moving into

lending, such as cattle

Rohn said his bank is

going into short-term

money markets to increase

agricultural lending resour-

company's

agricultural

insurance

short-term

Richard Henry, an assist-

will move in unison with broke," Klinefelter said. suggested coming up with a

"Money has become a ant vice president in the

University, said agricultural connection with the borrowers will have to employ better financial planning to successfully compete for "the money To impress a potential lender, cattlemen will have

natives, including many variables and different price projections, Klinefelter

its pool of money for said. He pointed to recent agricultural lending. Agri-"The risks to bankers are sudden hikes in interest cultural lending demand is now equal so agricultural rates and energy costs, outstripping money available strictly from deposits, so his bank is selling commercial paper on the open market to increase its

levels to about 14% by

64

Other panelists from the USDA detailed changes in the government programs that lend money to agriculrates are here to stay, the tual interests turned down banker said, although he by commercial lenders. predicted they would taper

ces, he said.

Bruce Hottel, with the off some from current high national ecnomics division of the USDA said the programs, such as the

Credit Corp., are not meet to compete with commercial lenders, but are "lenderd "You can be a good cattlethe last resort" to kee man, and produce good animals, and still go certain agricultural open For this reason, he

A Breed First

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> OFFERING 250 HEAD OF SIMMENTAL

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Angus

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A Few Winnings in 1980 by De Jong Bred Cattle: Reserve Champion Middle wt. Steer, Arizona Matlonal
Grand Champion Steer, Louisiana State Spring Show
Grand Champion and Reserve Grand Champion Mitt Steer. Western Jr., Rapid City
Grand Champion Feeder Steer and Grand Champion Feeder Heller, Western Jr., Rapid City
Champion Shorthorn Steer, South Dakota State Fair
Grand Champion and Reserve Grand Champion Market Steers, Tripp Co. Fair, S.O.
Grand Champion feeder Steer and Grand Champion Feeder Heller, Tripp, Co. Fair, S.O.
Grand Champion Feeder Steer and Grand Champion Feeder Heller, Tripp, Co. Fair, S.O.

805/889-2134 * Karihebec, South Dakota 67544

NCA committee's futures abolishment plans meets with defeat to support the continuance beef up the NCA stand on NCA policy in the area of iterated its support for the further futures trading edu-

Commodity Futures Trad- from the securities commising Commission, addressed the committee about the viability of futures trading.

When asked if, under the present structure, cattle futures trading benefited cattle producers, Stone replied, "I'm not sure." He said a wide range of opinion existed on the subject and since he must keep up with a large number of commodities, the cattle futures viability question should be left to the producers.

Stone did say he would favor revising rather than scrapping cattle futures

Don Stevens, a member of the Chicago Mercantile Exchange's hoard of governors and chairman of its live and feeder cattle committees, defended the hedging value of cattle futures contracts.

Stevens countered charges that wide futures price swings hurt the cattle producer, saying that with proper trading, the astute hedger can take advantage of a futures market too far out of line with cash prices. He also noted recent CME live cattle contract

revisions that add a western delivery point at Greeley, Colo., and tighten the number of deliverable or finished cattle. Stevens said these revisions make the contract more attractive to hedgers and add to market liquidity.

In other action, the committee approved a resolution calling for the NCA

Comments

(Continued from page 1) been very disappointing, especially in comarison with other agricultural products.

This friend and other cattlemen we visited with during the NCA meeting, told us that without a marketing program for beef, others will continue to dictate to cattlemen what they will receive for their product. Instead of talking to each other, we should be hearing from some of the hard-nosed professionals who know their marketing

DICK CROW

NCA's members debate grade plan

(Continued from page 1) ''The consumer wants lean government grading should reflect this.'' Dikeman said. University of Arizona

animal scientist, John Marchello, told the group that back fat thickness is the key to flavor, tenderness and luiciness and should be included in the government grading standards. And Russell Cross of the

U.S. Meat Animal Research Center said that a grading change will not completely eliminate over-finished yield-grade 4 and 5 cattle, which will still exist because of poor management, grain price fluctuation and as feedlots hold cattle for better prices. Cross said that the 0.3-inch back fat requirement should be the key for choice. In addition, some type of electrical stimulation requirement should be included with a grading thanga to assure tender

sion as the regulator of larger traders. futures trading. Committee

and tighter monitoring of

Seeking more western in delivery points in their Chairman Remington said delivery points was the this move was designed to major addition to proposed

of the CFTC as separate stricter market regulations contract revisions. A num- adoption of a certificate cation programs and coopber of western state organi- delivery system for the erate with trade press and zations expressed interest CME live and feeder cattle contracts.

The committee also re-

news media to provide factual unbiased informa-

POLLED HEREFORDS



A granddaughler of Gold Trophy 51Z by "57" with a 57J helfer calf at side and re-mated to

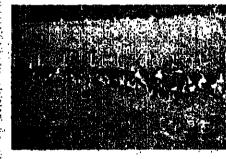


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This group of early fall calvers sells. Re-mated to "Driver." The calves at elde represent per-

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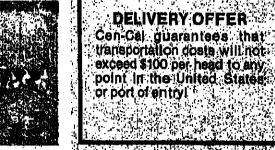
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Feb. 9-- Curtice & Martin
Herefords, Florence, Mont.
Feb. 10--J.A. Schoen & Sons
Annual Production Sale, Lenora,
Kan. Reps., P.O. Sax 343, Richland, Mich. 49083, 616/629-4302. KENT BLACKBURN, Valentine Reps., 1000 Sast 146th St., Suite 103, Burnsville, Minn, 58337.

Big Timber, Mont.
Feb. 14—Haynes Hereford,
Brush, Colo.
Feb. 14—Nebraska Brangus
Breeders Assn. 1st Annual Buill
Sale, McCook, Neb.
Feb. 16-17—McCombs, Salem &
Roberts Complete Brangus Dispersion, Devine, Texas.
Feb. 17—Platte Valley Simmental Asan. Performance Buill Sale,
North Platte, Neb. North Platte, Neb. Feb. 18—Brahman Bull Sale:

Nelson Livestock Auction, Will-

Futures conference speaker:

Futures market not so hard; the problem is with people

The futures market is easy, according to Ron Frost, vice president of agricultural marketing for the Chicago Mercantile Exchange. It's human emotions that are the hard part.

Frost, who spoke before a group of 300 cattlemen at the American Cattle Conference, defended the market as a useful pricing alternative and laid the blame for individual failures in the market on human error.

"The market is people ... people's reactions and perceptions to events. When you lose, you say one of two things. You say, (a) I'm pretty stupid, or you say (b) something's wrong with the market. Most people, being



"Figure out the most terri-ble thing that can happen

Frost emphasized the importance of self-discipline in playing the futures market. 'If you don't have a plan out of the market, he

Other speakers at the day-long conference, aponsored by the Colorado Cattle Feeders Assn. in conjunction with the National Westom Stock Show, had similar advice for the audience.

Frank Seckler, president of Ceres Inc., a cattle feeding and farming operation in Sterling, Colo., also urged stockmen to have a goal in mind when hedging on the futures market.

And once the goal is set Seckler stressed the need for stockmen to set aside time for studying the market, at least two to three hours a day.

"When a person commits himself to use hedging in his business, much to the contrary opinion that as a producor he has made his life simpler and less risky, the successful hedger will soon learn that he is working harder and studying more than ever before," Secklor said.

Seckler recommended interested stockmon attend schooling made available through brokerage houses, the Chicago Mercantile Exchange or universities, and that they read books and advisory letters concerning the market.

When entering the market, stockmen should select a good broker and bank.

'If the bank you're dealing with has any hesitation to finance an additional \$10 per cwt. margin call on your edges, then stay out of the futures market or change

"One simply cannot expose himself to the risk of forced liquidation by your lker," Seckler said. Seckler told cattle feeders

I to stay out of the market

their net finished cost of breakeven to within 1.5%. But in spite of the some-

what forehoding warnings, animals at the end of the Seckler supported futures process. trading. "With the consistent pressures of costs of production reducing the return to feeding, we believe that to be a profitable enterprise, one must understand and use the business tools of the futures market.

"... Do you want for one day, in the course of feeding a set of cattle, to take what the packer offers you for your cattle, or would you rather have the opportunity to selectively price your cattle to the marketplace before and/or during the feeding period?"

For those who decide to use the futures and end up making or taking a delivery, speaker Paul Hitch, of Hitch Enterprises, Guymon, Okla., had some practical

Although it rarely pays to make a delivery, Hitch said, when it does pay, he suggested doing three things before delivery: 1) Read the specifications on the contract; 2) Know what constitutes a par delivery unit (a load of cattle that does not require discounting); 3) Go to the delivery point and watch deliveries being made before you actually do it yourself.

Hitch advised shipping a load of cattle slightly over the required weight to compensate for shrinkage and to allow flexibility when arrivand if you don't have the ing at the delivery point. If a at the delivery point, Hitch discipline to follow it," stay load is not deliverable, the extra animals can be used to substitute to make delivery

Hitch also urged stockmen to spread their "tail end" cattle, those animals Gruetzmacher, chairman of

enimals to avoid ending up with only non-deliverable

FRANK SECKLER

Set a goal and then study

For those on the other

side of the futures fence.

taking delivery, Hitch also

had suggestions. To these

people he said, "Figure out

can happen, and if you can

He continued, "You're

likely to get the cattle from

the farthest point . . . so

figure freight costs from the

farthest point, and plan on

receiving cattle that are the

least desirable on the cash

In either position, making

or taking delivery, stock-

men should have someone

said. That person will then

be able to deal with any of a

number of possible prob-

Other speakers at the meeting included Alfred

lems that could crop up.

live with that, go ahead!"

delivery, among the good who discussed political inspectors look for when upanimals to avoid ending up trends in the U.S.; John proving delivery units; Dell view of the futures make Haszier of the USDA, Allon, professor at Kansas Greeley Market News Serv- State University, Manhat- Wyo.) was the lunches ice, Colorado, who detailed tan, Kan, and consultant to spenker.

Sen. Malcolm Wallop (R.

tional Academy of Sciences'

National Research Council

listened to testimony re-

cently in its search f · addi-

tional information on the

health effects of sodium

nitrite, a food preservative,

reports Commodity News

trates, nitrites and alterna-

tive curing agents held the

meeting to obtain previous-

ly unpublished scientific

date on U.S. nitrite con-

sumption patterns, the

health risks of nitrite use,

The committee has un-

dertaken two research re-

ports on sodium nitrite at

the request of the USDA

and the Food and Drug

Administration. The first of

the studies, targeted for

release in November, will

examine the health effects

of consuming both naturally occuring nitrites and those

added to foods such as

processed meats. The sec-

ond stury, expected out in

February, will examine the

status of research to devel-

op non-nitrite curing agents

for meat and will recom-

mend the future course of

John J. Birdsall, scientif-

ic affairs director for the

American Meat Institute,

told the committee that

studies have shown only

about 3.8% of the average

such research efforts.

alternative curing

The committee on ni-

Service (CNS).

agents.

level of 9.19 milligrams

Birdsall said four studies

showed a link between

nitrite consumption and

cancerous tumor formation.

dent on the amount of nitrite

remaining in those products

soon after the cooking phase

of their production cycle, according to H. Ned Draudt,

senior research scientist for

Peter Echrich and Sons,

Fort Wayne, Ind. Thus, the

substance's ability to inhibit

botulism is not directly re-

lated to the total amount of

nitrites added to processed

meats before cooking,

He also said that sodium

nitrite tends to be less effec-

processed meats manufac-

tured using a long cooking

process rather than a short

one. Draudt said these con-

tive in inhibiting botulism in

Draudt said.

conclusions.

from saliva, Birdsall said.

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THE CATTLE BOY BOTTON TO THE PROPERTY TO THE P

SCHOLARSHIP AWARD—Kathy Knox, Midland, Texas, and Greg Ridder, Callaway, Nev., were recipients of a \$500 John Wayne Memorial Scholarship presented by the American Hereford Auxiliary and an anonymous donor. The presentations were made during the Centennial Hereford Show at the National Western Stock Show in Denver. The award is presented to two youths who have made outstanding contributions to agriculture and the Hereford industry.

Operating costs to offset inventory rise

(Continued from page 1)
During a normal rebuilding period in the cattle cycle, some of the lighter weight class heifers would be held back this year as replacements, they said. However, present unprofitability in the industry will force most of those heifers into the eedlots, the analysts said.

They said they expect the large cow slaughter and leat wave-lowered conceplion rates to be reflected in the July 1981 inventory

USDA estimated the 1980 calf crop at 45.4 million head, up six percent from 1979 and four percent above 1978. The calf crop is virtually unchanged from the expected calf crop published last July, USDA said. Calves born during the

heifers that have calved number 49.9 million head. up four percent from the 47.9 million as of Jan. 1, 1980. Beef cows, at 39.0 million, are up five percent from the 87.1 million a year ago. Milk cows, at 10.9: million, are one percent above Jan. 1, 1980.

USDA said value per head for all cattle and calves is \$473, down \$29 from last year, but \$70 more per head than two years ago

All cattle and calves on feed Jan. 1, for slaughter market, were 11.6 million head down five percent from 1980, USDA said. Beef replacement heifers, at 6.19 million head, were up four percent from a year ago.
Steers weighing 500 lbs.
and over, at 15.6 million first half of the year were head, were down three estimated at 71.5% of the percent from a year ago. USDA said."

Academy of Sciences group hears nitrite health testimony American's daily intake of clusions were based on re- at relatively high tempora sodium nitrite comes from search sponsored by Peter tures for long periods of Two other speakers at the

> daily nitrite consumption said his findings were based on tests using a lean beef loaf and a hain loaf made with commercial luncheon meat formulas under a stitute food scientist, R.V. variety of conditions. Lechowich, told the com-Thomas Smith, research mittee that anti-oxidant

However, in two of those director for the Community studies, nitrosamines were Nutrition Institute, told the thought to have formed in group that there was no the animals' feed before the genuine need for the use of feed was consumed, Birdsnitrites in processed meats. all said. In the two other To support his contenstudies, a re-evaluation of tion, Smith cited research the animal tissue slides dis-

indicating there was little probability of processed proved the studies' earlier meats becoming contami-The ability of sodium nitrite to inhibit botulism in these products were stored not been tosted in processed processed meats is depen-

cured meat consumption. Eckrich and Sons at the time. The average American re- Swift and Co. Botulinal Receives about 93.8% of his search Laboratory. Draudt meeting cited research efforts underway to find alternatives to meat curing Virginia Polytechnic In-

> compounds such as BHT and BHA, already used as foods, might be a feasible

alternative to sodium nitrites in processed meats. Lechowich said preliminary research indicated these substances offectively inhibit hotulism. However, he nated with botulism unless said these substances had

method using acetic acid acetic acid to kill bucteria in and was relatively inexpenmeat. In addition, the use of sive.

L. Strumkis, president of - inated the need to add sugar Georgia Oil and Gas Co., to the cure, thus reducing Ocala, Fla., told the com- the potential for bacteria mittee his firm had devel- formation. He said his oped an alternative curing curing process produced a bacon product similar in and glycerine. Strumkis physical characteristics to said the firm's process used i traditionally cured becon-

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Last day Buffalo sale not least

the lest day of Stock Show, Denver, Colo. This was

o be held during this show, and it drow a sold vet-checked-safe in calf Ray Smith, Longford, Kan., large crowd that filled the to HBR Wardrums BK18 and was entered by Down-Livestock Auction Arena to and was consigned by Heim are. The Gold Trophy Heifer the top row of seats. Buffalo Ranch, Rockham, Calf was from Circle 3 Bringing top dollar in the S.D. The Silver Trophy Ranch and sold to Mowry sale was a six year old bull Mature Cow was from Heim for \$2000. The Silver Trophy named Curly KB77. He was also and sold for \$2000 to Heifer Calf sold for \$1400 the Gold Trophy Bull and Rowe. The Gold Trophy and went to Mowry and was was entered by Bar X Two-Year-Old Heifer was a Downare consignment.
Ranch, Clark, Wyo., and entered by Heim, and she Volume buyer was Bill sold to that firm on order for \$8000. The Silver Trophy Bull was from Downare Land, Cottle, and Equip ment Co., Hartsel, Colo. and this two-year-old sold to Bill Linton, Miaml, Manatoba, Canada, for \$1550. The Gold Trophy yearling bull was from The Bisonsmiths, Yuma, Colo., and he sold for \$2200 to Mountain Man Buffalo. Commercial City, Colo., while the Silver Trophy yearling sold to Nyguard Buffalo, Ft. Collins, Colo.,

SUMMARY

for \$900 and was consigned

by Downare.

tionear: Bill Bredemeler

The Gold Trophy Bull Calf was entered by Circle 3

By JERRY YORK Ranch, Longford, Kan., and Man Buffalo while the Optimism abounded for he sold for \$1800 to Bill Silver Trophy Two-Yearthe American Buffalo as Mowry, Hanalei, Kaual, Old went to Calvin Miller, 101 head sold in the agnocia- Hawaii. The Silver Trophy Rome, N.D., for \$1600 and tion-sponsored sale during Bull Call also sold to Mowry for \$1200 and was entered by Flying G Ranch, Codell.

The Gold Trophy Year-In the female division, the from Flying G Ranch and Gold Trophy Mature Cow sold to Tony Heim, Rocksold for \$2300 and went to ham, S.D. for \$1650, and Dennis Rowe, Bozeman, the Silver Trophy Yearling Mont. The four year old cow sold for \$825 and went to

sold for \$2000 to Mountain Mowry.



men were installed as 1981 officers of Livestock Marketing Assn., at the Kansas City-based Trade Group's recent annual meetings, held in South Carolina. Seated are: First Vice President Franck Diercks (left), Gordon, Neb.; President Lemmy Wilson, Newport, Tenn.; standing, Second Vice President John Hawkins (left), Monticello, Fla.; and Secretary Earl Britton, Butte, Mont. Treasurer Ralph Swords, Hopkinsville, Ky., was not present for this picture.

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SPECIALIST

mental appropriation of nearly \$200 million must be submitted for congressional approval.

congressional mandate that

Wyoming meeting:

rate of three million acres

annually, Wyoming Gover-

nor Ed Herschler said a

combination of several

proposed solutions to the

problem will be necessary to

sustain high levels of food

production to meet the

ance eventually will replace million and the number of existing emergency and producers insured to debts, the agriculture secdisaster payment pro-From fiscal 1981 to fiscal

mendation that the federal

government adopt a policy

defining agricultural land as

a critical natural resource in

need of protection and

The Federal Crop Insur- it offer full crop insurance 300,000 from 223,000. By indemnities, the highest

As it prepares to expand crop year 1981-the FCIC is faced with the highest

700,000, according to FCIC retary authorized it to use \$150 million in Commodity

Credit Corp. funds. Part of 1982-crop year 1980 to during fiscal 1981, the FCIC the 1981 supplemental appropriations request will plans to increase the operating loss ratio, 2.01, be used to repay the CCC, acreage insured to 35.0 since its inception in 1938. and the remainder is million acres from \$5.6 The drought that cut back needed to cover adminis-The FCIC is preparing to million. At the same time, 1980 production of most trative expenses connected the number of producers U.S. crops will cost the with expansion of the insured is expected to rise to FCIC \$317 million in FCIC's coverage, according to USDA budget officers.

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world's future demands. Speaking to a group of Wyoming agricultural finidentify changes in the tax ural purposes upon the ance personnel meeting at the Unviersity of Wyoming, structure to offer positive Herachler voiced his supincentives for retaining

resigns presidency

FDA playing politics with DES grilling?

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Governor calls for ag land protection Citing statistics indicat- port for preliminary propos- good agricultural land," ing that U.S. agricultural als resulting from a 1978 Herschler said. "Some land is disappearing at a national study of agricultincentives may be investural lands sponsored by the ment tax credits on agricultural structures and installation of conservation prac-

> Herachler also supports tax incentives to agriculture support industries and additional tax benefits to land owners who agree to leave their land for agricultexchange of land owner-

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nedium and large.

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Foursizes are available: mini, small, Seven colors are available: black, white, crange, yellow, red, blue and The Lone Startage are numbered on green.
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The natural process of and government to gain

Ag exports vital to oil-dependent U.S.

duction in the U.S. has terest groups or for political probably peaked and the reasons that would work U.S. faces larger volumes of against the nation's ecooil imports in the future, increased agricultural exports in the 1980s and 1990s to offset these expenses must not be hamstrung by short-

sighted political use or

'cheap food'' policies. That's the view of Dr. Jim Plaxico, an Oklahoma agricultural economist, who sees agricultural exports domestic food issues." during the next several decades becoming a bastion While U.S. consumers

of the domestic economy. He said demand for ag- of their disposable income ricultural exports will continue to rise because of growing world affluence percentage may grow as and a greater balance between supply and de-

largest producer, is in a of this century. strong position to capture the ''lion's share'' of this Plaxico, former head of the agricultural economics department at Oklahoma rently director of the state Agricultural Stabilization

the public needs to be educated about the need for un-State University and cur- restricted agricultural exports as vital to our economy." and Conservatiion Service (ASCS), said all the evidence points to American agriculture contributing a growing percentage to the

gross national product. "I think we are going to have to adjust to rising energy prices and rising exports of agricultural products to pay for it," he said.

ket. Plaxico said.

"In fact," he added. "agriculture is one of the few competitive industries our country has, along with computers and airplanes.
"So we simply have to ex-

pand our agricultural exports because of petroleum and other imports."

Plaxico cautioned that growing exports must not

Embargo to stay, notes ex-official

Former assistant secretary of stae, Julius Katz, told the U.S. Chamber of Commerce that the grains embargo against the Soviet Union probably will not be lifted by President Ronald Reagan, according to CNS.

Katz said he did not see how Reagan could lift the embargo given the current tense relations between the U.S. and the Soviet Union. He spoke recently to the Conference on Agriculture in the 1980s.

Katz said the embargo, which he opposed, had a political impact on both the U.S. and the Soviet Union, but had a minimum economic impact on both

Another speaker, Richard Bell of Riceland Foods, said he still expected Reagan to lift the embargo. Bell advocated a two-year extension of the five year. U.S.-USSR grains agreement, which is due to expire

"I don't know any other way to trade with the Soviets," said Bell, a former assistant secretary of agriculture.

things is for liberty to yield

nomic self-interest.

"In the unstable world in which we live, there is going to be a lot of pressure to restrict agricultural exports and use them as political weapons

'There will also probably be pressure from consumer groups and others to hold down exports because of

pay the lowest percentage in the world for food. Plaxico and others say that agricultural commodities become an increasingly high-demand item in the And the U.S., the world's world during the remainder

Addressing that concern, Plaxico said, ''I think one of growing agricultural mar- the issues in the future is going to be domestic food vs. exports, and I believe



111 PRESIDENT-The Amer ican National CowBelles, Inc., an organization which disseminates factual information on beef and serves as the voice of women in the cattle industry, elected Mrs. Walter Woolley, Jr. (Ann) of Ada, Okla. as their president during the 30th annual convention in

USDA awards station sulfa research money

Phoenix.

USDA Science and Education Administration has provided \$44,000 to the North Dakota Agricultural Experiment Station for a two-year study for the development of a new and improved procedure for measuring residues of sulfamethazine in pork, according to H.J. Klosterman, chairman of the department of biochemistry at North Dakota State



George Werth Herefords Ardmore Production Sale Saturday, February 21 12 noon Quinter, Kansas at the ranch

WESTERN LIVESTOCK JOURNAL

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February 9, 1961

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WESTERN LIVESTOCK JOURNAL

SANDY ACRES SIMMENTALS

FEBRUARY 18,1981

SIMMENTALS

M-B

1:00 WEDNESDAY

JOINT SIMMENTAL PRODUCTION SALE Ericson, Nebraska

Auctioneer: Tracy Harl



This fullblood Signal son salis!



A 3/4 helfer safe to Manila.

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Ate. 2, Neligh, NE 68756

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Ericson Livestock Market

SELLING 35 BULLS

4 Purebred Bulls - including 3 yearlings and 1 coming-3-yr-old fullblood Signal

Percentage Yearling Bulls --- out of the top 30%

75 FEMALES

6 Bred Purebred Heifers — bred to Manila and Uslars Pride

Purebred Heifer Calves — sired by popular A.I. Sires and MB and Sandy

ACTES NOTO SITES 16 Bred 3/4 Cows

11 Bred 3/4 Heifers 20 3/4 Heifer Calves 5 Bred Halfblood Cows

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The tops from two great herds. This offering is a true selection from the top of these two outstanding herds. An opportunity to buy the best. Popular Breeding: Strong in Extra and Signal breeding, as well as MB Simmental's herd sire, Usiars Pride (out of an Achiles dam) and Sandy Acres' son of Extra Lucky, Manila and other popular A.I. sires. Many females selling will carry the service of Black Jack, a black purebred son of Extra Lucky.

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SANDY ACRES SIMMENTAL Leonard Miller - 402/887-4458

MB SIMMENTAL

Merie end JoAnn Bridge 402/887-4687 Rte. 2, Neigh, NE 68758

Kansas Beef Expo

Judges and auctioneers for the various breeds of cattle exhibiting and solling at the third annual Kansas Beef Expo have been announced by Expo Board Chairman David Breiner, Alma, Kan. The Beef Expo will be held March 10, 11, and 12, at the Kansas Coliscum, Wichita, Kan, It is sponsored by the nine participating Kansas breed associations and the Kansas Livestock Assn.

Breeding cattle judges and evaluators are: Angus and Charolais: Miles McKee, Manhattan, Kan; Gelbvieh: Rod MacClennan, Bennett, Colo.; Hereford: Dale Barber, Channing, Texas; Limousin: Vernon Holcomb, Stanton, Texas: Maine-Anjou: Gene Raymond, Garnett, Kan.; Polled Hereford: Bill Able, Manhattan, Kan.; Shorthorn: Nick Wells, Colby, Kan.; Simmental: David Ames, Manhattan, Kan.; and John Rothlisberger, Alberta,

Auctioneers include: Curt Rogers, Platte City, Mo. - Angus; Stanley Stout, Linwood, Kan. - Charolais, Maine-Anjou and Commerical Heifer Sale; Merrill Anderson, Newman, Ill. - Gelbvieh and Simmental: George Morse, Shawnee Mission, Kan. - Hereford; Bruce Brooks, Springer, Okla. - Limousin and Shorthorn; Eddie Sims, Lawton, Okla. - Polled Horefords.

Cornbelt Cow-Calf Conference

"The Green Stuff . . . and Other Basics" is the theme for the 10th annual Cornbelt Cow-Calf Conference scheduled Sat., Feb. 28, at the Ottumwa, Iowa, coliseum.

The one-day event aimed at beef cow-calf producers is the most successful of its kind, according to Cliff Iverson, extension livestock production specialist with lown State University. The conference features a morning and afternoon speaking program plus a trade show of more than 66 commercial and educational exhibits, he says, director at the problems and needs of the beef cow-calf enterprise.

The doors to the conference will open at 7:30 a.m., with the speaking program to get underway at nine a.m.

An instance collection of Reci-ples, Remedies and Perminders ... A nostalgic and interesting col-fection of early-day homey are— how homesteaders made their yeast how they connocted soap, how they preserved their meats, churned their butter, made

Cheese. An amusing trip into the past for today's homemakers 128 pages 56.95 + \$1.00 postage.

The history of a unique industry told with the excitment of old west tales and authoritically, painstak-

ingly researched by a woman who knows the Industry from range-land to the stockyards. She has collected nearly 400 rare photos, many of which are 70 to 100 years

HERE ROLLED THE COVERED WAGONS

THE BATTLE OF BULL RUNTS

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MAKING IT OFFICIAL—During the \$500 give-away at the National Western Stock Show, Denver, Pat Buchen, administrative assistant to the general manager of the show reaches into a box for the lucky name. Mark Graham, Sr. looks on. Grahman, Waverly, Minn., sponsored the cash prize. Arnold Hansen, Ruskin, Neb., was the lucky winner. (Staff photo by Martha Williams)

A National Western bonus

It may have seemed to cattlemen that everything they did at the National Western Stock Show cost them money. But,

there was some cash given.
On Thursday, Jan. 22, in front of the Livestock Exchange Building, Pat Buchen, administrative assistant to the general manager of the National Western drew names out of a box for a \$500 cash prize.

Sponsored by Grahman Land and Cattle Co., Waverly, Minn., Arnold Hansen, Ruskin, Neb., won the cash prize. The alternate winner was Peters Cattle Co., Elk Creek,

Leonard Van De Walle, Cedar Rapids, Neb.; John Kuhner, Spring Run, Pa.; Blaine Felker, Greeley, Colo.; W.J. Cesar, Craig, Colo. and Ron Hill, Loveland, Colo., all won a cane of semen.

From 1956 to 1978, soybean acreage in the U.S. increased from 19.7 million acres to 64.4 million acres.

INDIANS As the

Westerners Saw Them

Old manuacripte and photographs reveal experiences of Pioneera, serillers, fraders, teamsfors and Army wives with the indians of the great plain. Author, Raiph Androws, cuts the rawhide lacings of dusty backots and prumbing

of dusty packois and orum

TALLGRASS PRAIRIE

The incredible American teligrass prairie has been captured in words and photos by Patricia D. Duncan, the season and sights, its neople

and plants, its past, present and future are stunningly and unior-gatiably presented in this award-

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Card#

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A penetrating portrat of America's lest great etk hards, a moving documentary that lands insight to the fate of America's disappearing wildlife and her vanishing wilderness. 128 pages, 94 color photographs, \$12.95 + \$1.26 postage.

Colorado CowBelles

The Colorado Cow Bolles have announced plans for the Annual CowBelle Legislative Coffee, Feb. 10, from 8:00 to 10:00 a.m., in the basement of the State Capitol Building at the South Entrance.

This annual event gives CowBellos an opportunity to meet with their state legislators to discuss legislation

For more information abot the CowBelle Logislative Coffee, contact the Colorado Cattlemen's Assn., Suite 220 Livestock Exchange Building, Denver, Colo. 80216; or call 623-4347.

Don't Forget!

JAMISON Herefords **Annual Production Sale** Friday, Feb. 20

Quinter, Kansas 90 Bulls • 70 Bred Heifers

Jamison Herefords

Dale 913/754-3416 • Gordon 913/754-3639 Quinter, Kansas 67752

Located 2 miles south, 1 mile east & 11/2 miles south of Quinter exit on I-70.

ANKONY SHADOW ISLE ANNUAL BULL SALE

FRIDAY, FEBRUARY 20, 1981 at Noon in our heated sale pavilion

MINATARE, NEBRASKA

100 Bulls Sell



Big, Growthy Two Year Old Bulls

Your key for unlocking the mystery of stalking, picking and cooking the wild mushroom. More than 60 full-color reproductions of mushrooms, profusely illustrated with black and white drawings, seemy understandable descriptions of mushrooms. complete and concise descriptions of potential profuse of potential control of the profuse of potential control of potential c tion sale, 21 Sons Sell, **BON VIEW WINTON 1342**

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Enthusiasm prevails:

Gelbvieh breeders predict upswing

By JOYCE PALMER

There was a positive feeling generated by the Gelbvieh broeders and members at their ninth national convention, held in conjunction with the National Western Stock Show, Denver.

The feeling was that they had begun a climb in almost every facet of the registered breed. More memberships. more breeder enthusiasm and a feeling that the Gelbvieh breed is on the upswing was reiterated time and time again by Gelbvieh officers at their general meet-

President Johnny Green called the American Gelbvieh Assn. meeting to order, minutes were read by Secretary Chuck Struthers and a treasurer's report was given by Larry Black.

The continuing enthusiasm in support of the breed was indicated by the 94 head of cattle entered in the open show at the National Western, All entries had come in voluntarily, contin-

PERFORMANCE PROGRAM-Keith Vandervelde, a

director for the American Golbvieh Assn. (AGA) from

Wisconsin, told the American Gelbvieh Assn. members

about their performance data at their annual meeting held

BRANGUS FOR ALL BREEDERS

Make Plans To Attend

CLAYTON & MODESTA WILLIAMS

2nd Annual Bull Sale February 21, 1981 1:00 p.m. Brownwood Auction Co.

Brownwood, Texas

90 BIG, RUGGED BREEDING AGE BULLS

Pine Lane Ranch, Laurel, Miss. - 30 Bulls

2nd Annual Brenham Sale

February 25 - 10:30 a.m.

(the day before the International Show In Houston)

Washington County Fair Grounds

Brenham, Texas

SELLING 155 LOTS:

45 Pairs—Fall calves sired by 650, 942,320,General, and Black Duke

45 Spring Calving Cows—Will start calving January 1 thru April 5, 1981

20 Cows to Calve Fall of 1981

40 Bred Heifers—Some will have calves at side by sale day, many 650 daughters

CLAYTON & MODESTA

WILLIAMS

5 Herd Bulls or Herd Bull Prospects

Guest Consignors: Gates Compton. Fort Stockton, Texas
Frank & Carmen Velasco. Fort Stockton, Texas

122, many of the cows will be bred back to these same bulls

Frank & Carmen Velasco, Fort Stockton, Texas—10 Bulls

SELLING:

in conjunction with the National Western Stock Show.

(Staff photo by Joyce Palmer)

ued Gelbvieh officials. "Not one member had to and Wayne Roitch, Colo., be called,'' added Green. were elected as new

Resolutions were brought directors to the board. The following day, new before the board. These resolutions dealt with show officers were announced standards for the 1983 Na-They were Rod MacLennan. tional Western Stock Show; performance data and their Don Fawcett, Ree Heights, latest and most successful S.D., vice-president; Le-Hall, Carnation promotion of the Gelbray breed in the South and Wash., secretary and Merle Buss, Shawnee, Okla. Southeast. The resolution dealing

New officers were elected with the proposed show for the women's organizastandards for the 1983 tion - the Gelbvieh Gals. National Western brought They were Mar Fawcett, enough response from the members to have it tabled Ree Heights, S.D.; Linda Van Dervoort, Piedmont, until a later date. The resolution, proposed by the S.D., vice-president and show committee, was to Alice MacLennan, Bennett, make the 1983 National Western Gelbvieh show The new members for the only a purebred show - no board of directors were in-

troduced at the banquet percentagos. Each state represented where Johnny Green, pastgave a report on the president, was presented a plaque in recognition for his work as president of the as-Gelbvieh activities for the past year and for the one coming up.

Charles Clark, S.D.; Har-Travis Fawcett, son of ry Clark, Ark.; Don Faw-Don and Mar Fawcett, Ree Heights, S.D., was announced as the new youth

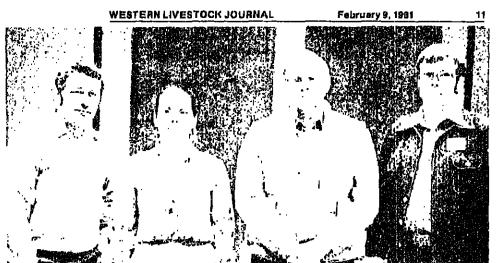
> After speaker Robert Henry, humorist and author from Alabama spoke, the group held an auction for the Gelbvieh Gals in a pro-

ambassador for the organi-

Mexican trade grows in importance to U.S.

motion effort.

The volume of trade between the U.S. and Mexico is one of the largest and fastest-growing between any two countries today, observes Bob Daugherty, the Oklahoma Department of Agriculture's marketing programs



NEW BOARD MEMBERS—Newly elected board members for the American Gelbviel Assn. are Charles Clark (left), S.D.; Dottie Knost, La.; Harry Clark, Ark.; and Don Fawcett, S.D. Not pictured is Wayne Roitch, Colo. (Staff photo by Joyce Palmer)

DEM Farms

Limousin Production Sale, Tuesday, Feb. 24 North Platte, Nebraska

Yearling Purebred Buil 6 Percentage Buils, coming 2-year-olds 15 Percentage Buils, 18 mo. old

1 Yearling Percentage Buil

Sale Management by:

86 Lots 63 FEMALES Lunch available on the grounds

4 Bred Purebred Heifera, bred to Amazon to caive in the fall 5 Bred 3/4-Blood Heifers, 1st and 2nd calf, to caive in the spring 6 Bred 1/2-Blood Heifers, 1st and 2nd calf, to caive in the spring

2 3/4-Blood Cows, with fall calves

3 Purebrad Helfer Calves

10 3/4-Blood Helfer Calves

12 Commercial Cows & Helfers, safe to a top 7/8-Blood built

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LIVESTOCK AUCTION Albuquerque, New Mexico

SPECIAL BRED COW and BULL SALE Friday, February 13

Consigned: From McCarthy Cattle Co.

200 Black Baldies 150 Herefords 100 Red Baldies

60 Charolais Crosses Big, growthy helfers

From Diamond A Cattle Co. 20 Brangus Helfers : 5 Registered Brangus Bulls

5 Grade Bulls From Diamond Tall Ranch

100 Hereford and Black Baldle Pairs From Sullivan Brothers 10 Limousin Buils 20 Cows bred to Limousin

From Clair Miller 60 Young Hereford Cows

From Thomas Cattle Co. 20 Brangus Buils

Other consignments include: One load Registered Hereford Bulls

200 Crossbred Brangus Cows 100 Hereford and Black **Baldie Cows** 25 Beefmaster Bulls

For information call: QDIS WORD or DERREK WAGONER—505/877-0723 VALLEY LIVESTOCK AUCTION

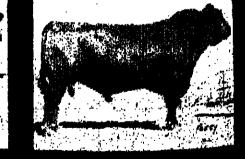
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Consultant: Bill Rishel 308/534-5305

Write or call for your catalog

S PANGU

ANKONIAN DYNAMO The sire of Breeding Bulls 18 Sons Sell One of the really great bulls 45 Sons Sell Due to unexpected events, we have SCHEARBROOK CONDUCTOR been forced to postpone our Cow Sale until October 20, 1981. Top performance and top selling bull in the 1976 Midland Test Sta-GREAT NORTHERN Four times Sire of the Year, 8 Sons Auctionaer: Jim Baldridge 308/532-2110 North Platte, Neb. ANKONIAN DIVIDEND Nocin Platte, Neb. A big, powerful son of Dynamo. 7



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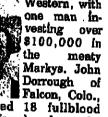
The western states may tion in the coming years of Republican dominance, ac-Wallop of Wyoming.

MALCOLM WALLOP

Wallop was the luncheon sneaker at the recent American Cattle Conferonce, held in conjunction with the National Western Stock Show in Denver. He spoke about what the public can expect under the new

Coloradoan invests \$100.000 during Marchigiana's auction In fact, Marchigianas make

Over 100 Marchigianas, up about 45% of Italy's or Markys as they are total cattle population. ed, went on the auction block at Denver's National Western, with



Dorrough of purchased 18 fullblood Marky females from the consignment of Dr. David Dyrholm, of Calgary, Alberta, Canada. All the heifers were the result of embryo transfers. Dorrough purchased the top eight selling lots of the sale, with the highest seller bringing \$8000.

Joe Ikhaml of St. Paul. Minn., bid on several of the entries before finally ending up with Marlowe 50M, a 4/14/80 fullblood bull by Patto for \$6000. This was also a consignment of Dr. David Dyr-

SUMMARY

37 persentage buils 1,112
23 fullblood buils 2,374

Auctioneer: Bill Carler

The Markys are a relatively new breed of cattle in the U.S., but not so in Italy where they are the most populous breed.

By the skin of its ...

If research in South Atrica pans out, the new way to identify caltle may be from noseprints. Police fingerprint experts have found that the ridge characteristics of each bovine s pose is unique, but it will take several years to letermine if the characterdetermine it the character-istics are lifelong. They envision that noseprints not only night be a positive way of identifying stolen cattle but also could says to dentify padigreed animals.

vent, for the first time in longer afford to continue with everybody's objective history, of a Senate in which nine of 14 chairmanships belong to western Senators, "people who understand the problems of the West."

And he told the audience hunger to "a neighbor who of approximately 300 that won't take care of what he's they would see a reversal of got and wants to buy the "single shot approach to dealing with issues," in favor of a more comprehen-He cited predator control as one of the main problems

This attitude, Wallop said, will lead to more ing energy resources and protecting the environment. a longtime problem in the western states where vast wilderness areas are currently untouchable for de-

Wallop said he hoped to see the public land-use program ''put into some cost-accountability.'' Republican senator noted that 70% of all western coal and 80% of the oil resources are on national

"We can no longer afford large scale exclusion from exploration of these resources." he insisted. The U.S. also can no

They are known for their

Under Watt, federal water decisions will be put in a more market-oriented light, said Wallop, who underscored the fact that water is the "key to any future the West may have." Water policies must remain under state control, he said, warning the audience that a national water policy would be totally ineffective.

high dressing percentage and their fertility. Wallop noted that he It was not a large buying hoped the new Republican administration could accrowd, but there were several Marky purebred complish reforms in estate breeders who went right capital gains taxes, after the fullbloods. Buyers which presently make it came from as far away as difficult for farmers and California. The percentage ranchers to pass on their bulls were a bit tougher to operations.

"These laws

government land acquisi- of maintaining the family tions at the same rate as in farm," because they ease the past without increasing the trend toward corporate its operation and maintenance budget. Wallop likened government land

of government land control

and said this area needed

"complete flushing out, re-

about what the appointment

of James Watt to the post of

Secretary of the Interior

would do for the western

states. Watt "understands

both the vitality and fragili-

ty of the West, as well as ...

problems with land and

water," according to Wal-

"In my opinion, Watt is

no born-again Attila the

Hun, ready to rape and pil-

lage the nation's resources

total integrity, who believes

the way to change a bad law

is not to skirt it, but to en-

He is a man of almost

The government's original intention of permitting redistribution of wealth that wealth into "corporate hands," Wallop said.

Wallop concluded his address with the hope for a new beginning — especially for the western states. "I hope," he said, "we will see a decline in the reach of the federal hand into the public Wallop was optimistic till of the West."



PLEASANT SURPRISE—Surprise and pleasure showe the face of Joyce Gronston as she is named winner of the production phase of the 1981 National Western Stor Show 4-11 Catch-It-Calf contest. The Weldons, Col. 4-Her also placed fourth in the carcass phase with he Horeford steer that gained 636 lbs. and indexed 50%

Universal Simmental

2nd Annual Production Sale Saturday, Feb. 21 • Dunlap, lowal

1:00 p.m. at the Dunlap Livestock Auction (50 miles northeast of Omaha, Neb. on Hwy. 30 the most modern facilities in low)

60 Bred Helfers & Mature Females, 1/2, 3/4 and 7/8

20 Yearling Open Helfers, 3/4 and 7/8 Breeding Bulls, 2-year-olds,

20 Breeding 51 3/4 and 7/8. Featuring a Purebred, 2-year-old

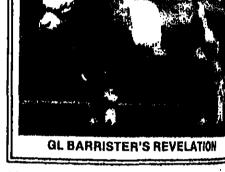
son of Dynamic. Guest Consignor:

Elite Simmental 402/788-2592 lois Doeschot & Son, Adams, Neb.

Auctioneer & Sale Manager:

Morris L. Pollmann

Dunlap, Iowa



Featuring the Get and Service of

Thank You for Attending our Sale Universal Simmental

Make Your Next Calf Crop Simmentalities

Phone: 402/253-2585 • Sale Day Phone: 712/643516 Bill Palmer, owner . Springfield, Nebrasks

Haynes Hereford Ranch, Inc. Announces Its 4th Annual PRODUCTION SALE

Saturday, Feb. 14 at LIVESTOCK EXCHANGE, INC., Brush, Colorado

Selling 50 Registered Hereford Bulls



One of the best A complete hard built prospect.

including the best of our 1981 Denver Carload

Complete Performance Available Sale Day We Cooperate On Delivery!

Request Catalogs: Haynes Hereford Ranch, Inc. Gale 303/854-3310 Delbert 303/854-2457 Holyoke, Colorado 60734

Winter sales slump for beef prompts February promotion

beef sales slump and an increasing consumer desire to discover new cost-cutting methods of serving beef are two reasons behind a new promotion by the National ive Stock and Ment Board designed to increase beef

With total meat supplies decreasing and inflation eating away at consumer buying power, the Beef Industry Council of the Meat Board has developed promotion to help consumers discover economic ways to stretch their beef dollars.

Slated to get underway in February, the promotion, With the Great Taste of sumer's desire to serve Council vice president.

a price that won't break the state beef council involvebudget. With recipes featuring lesser-priced cuts of beef, such as top round, stew beef, boneless chuck steak, ground steak, ground beef and beef tip roast, the promotion should satisfy the consumer's desire to eat well at an affordable price. By doing this, beef demand should increase.

"The 'Make Ends Meat'

developed the following ad-

vertising and promotional

•A meat department dis-

-collor posters, case

A fast-moving television

with time and space for local

identification on the tail.

The commercial depicts

various people in home sit-

uations, taste-tempting vis-

uals of six beef recipes, and

lively, upbeat music. Slides

and silent footage from the

commercial are available for

the retailer to produce his

Two radio commercials

recipe ideas, using the

ame voice as the television

ad. There is also room for

identification at the end of

•Two newspaper ads (1200 and 800 lines) promot-

each offering three recipes

with illustrations. Each ad

also offers plenty of room

for identification and can be

resized to adapt to varying

newspaper styles and sizes;

Drop-in elements for

food page advertising and a

30-sheet outdoor advertis-

ing poster illustrating one of

the six beef dishes featured

"Make Ends Meat,"

(30-second and 60-second)

for promotion of the same

play kit consisting of two

strips and 200 recipe pam-

phlets for customer give-

promotion should be quite successful because it is being launched at precisely the right time - a time when sales are traditionally down and inflation-weary consumers are looking for entitled "Make Ends Meat new, economic ways to serve beef," said Jay Beef," is aimed at the con- Wardell. Beef Industry

Bull Test Results

SOUTH EAST COLORADO

56 Day Report

Leading all breeds in average elly gain is an individual entry in a Bionda breed, with 5.02. He is owned by Kirk B. Beardsley, o Colorado Springs, and sired by Hallmark. The other bull gaining 5.00 lbs. per day is from Nel immental Farm, Granada, and sired by Gallant. The average for 11 head of Simmental was 3.93, with buils owned by Beardsley and Packard Cattle Co., Elbert ranking third and fifth, respec

tively, over all breeds. gains were 4.95 and 4.39. Charciais were the third high breed, with 3.78 ADG on 28 head. Boise City, Okla., and Bill Piper, Springfield, tied for fifth over-all, with 4.39 ADG. The Williams bull was stred by LCF

bull by Bardon 27. Angus breed for Thunder Valley Angus, Lamar, with a son of Blue Blood. Thirty eight Angus averaged 2.93 ADG.

The 14 head of Herefords were led by a Deeds Hereford Ranch son of CL1 Domino 384, gaining an average of 4.27 lbs. per day. He ranked eighth over all breed after 56 days. Average for Herefords was 3.12 lbs.

Corrections & **Amplifications**

sale story reported last week, the entry from Double H Charolais, Paynesville, Minn., that sold to Double AA Farms, New London, Minn. for-\$8000 for a 1/16 interest should have been a bull,

bull gained 4.20 lbs. per day for Hobbs Polled Herefords, Penokes, Kan. The bull's sire was HPH Victor 217 J7.

Five Chianina bulls averaged 3.27 ADG. A Hollingsworth entry from Ft. Collins made the most gain at 4.43 lbs., and was sired by Lardo. He was ranked fourth

Dennis Thompson, Vilas, has three Limousin entries topped by the 3.41 ADG for a son of Jane Redman 009J.

Auction Results **DAVIDSON RANCH**

La Junta, Colo., Jan. 31

Auctioneer: Tom Westrope Tops: DR Winrock A D4 26,

4/7/79 by DR Winrock D4; John . Rusher, Westcliffe, \$4250. DR Sam Donald 83, 5/1/79 by TR Sam Donald 2775; Hackamore Ranch, Las Animas, \$2500. DR Onward 47, 3/22/79 by DR Onward 92; Moore Ranch, Raton, N.M., \$2400. DR Mischief D4 38 3/30/79 by DR Mischief D4; McCollough Ranch, Westellife, \$2075. DR Standard 99, 3/11/78 by MR Lemac D300; Lercy Rusher, Westellife, \$2000. DR Winrock A D4 94, 4/20/79 by DR Winrock D4; Manifor Ranch, Las Animas, \$1900. DR Onward 138, 4/8/79 by DR Onward 92; Pierre Auguirre, La Junta, \$1900. DR Onward 98, 5/18/79 by DR

In the National Charolais

Onward 92; Ron Woolard, Wylle A good sized crowd gathered for this sale despite a widespread snow storm. However, it was evident that some major buyers were unable to attend. Not all the bulls sold, and they will more than likely be put in Davidson's

April 4 sale. The bulls that did sell sold very well and went to the local ranches. All bulls sold with complete performance data avail-able and the better performing



FROM DUTTON HEREFORD RANCH Missoula "Top-Cut" Monday, Feb. 16, 1981

1979 calf crop: Lot 19... DD Britisher K43 by Selkirk Don A76 Lot 20... DD Britisher K37 by Selkirk Don A76 Like their 2300-pound sire, they will get big and productive in their time.

The best pair of bulls from our

PLUS . . . 10 head of Purebred Stock Cows. 2-5 years old. They will sell Monday afternoon at auction.

DUTTON HEREFORD RANCH Dave and Dorthy Dutton Dean and Sherry Dutton 406/288-3411

Gold Creek, Montana 59733

GROSHANS HEREFORDS

Annual **Production Sale** Holyoke, Colorado Feb. 24 • Tuesday

Come be our quest for lunch Auctioneers: Skinner Hardy & Fred Sherlock

Selling 70 Bulls

-These bulls have been developed on grass with a light growing ration. They are ready for service.

30 Bred Heifers

-Line Ones with size and muscle. Females bred to a son of PW M L1 Domino A6350 and out of a L1 Domino 72006 dam.



Progressive Herefords from a Dependable Source

Sale Day Phone: 303/854-2730 Write For Catalogs

GROSHANS HEREFORDS

Roy, Larry & Mark

HOLYOKE, COLORADO 80734

 Ranch located 3 miles west on U.S. 6, Vs mile south. Phone: 303/854-2730

Saturday, Feb. 14, 1981

FELTON ANGUS RANCH PRODUCTION SALE

BIG TIMBER, MONTANA West, right on I-90, exit 352 Lunch 11:30 a.m.

135 ANGUS BREEDING CATTLE SELL

70 Two-year-old Angus Bulls 30 Big, yearling Angus Bulls

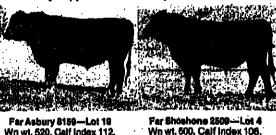
35 Bred Angus Heifers



Wn Wt. 585, Calfindex 111 out of a 2-year-old helfer

We will offer big, strong, buil calves like these. Backed by performance data have eye appeal and be ready for service in the 1981 year in your herd.

Sale 12:30 p.m.



Far Asbury 8159—Lot 19 Wn wt. 520, Calf Index 112 Yr Index 105, BVR 104

Far Viking 5149-Lot 3 Wn wt. 590, Calf Index 109

Yr Index 108, BVR 106 **Herd Sires:**

Nelson Shoshone 606 Green Valley Asbury 50 Viking 118 PJM Franchester 398 PJM 1

Shermont Granite Lad 382

Shoshone Viking GD 60 Band 105

Service Sires: Shermont 88 Starter 484

Far Viking 5099—Lot 2

Wn wt. 620, Calf Index 113 Yr Index 116, BVR 110

A.I. Herdstres:

Free Delivery up to 500 miles Heated Sale Barn Sale Day Phone 406/932-2428

Far Viking 5169—Lot 1 Wn wt. 610, Call Index 115 Yr Index 112, BVR 107

These bulls are just a few of those selling. They will carry some flesh \dots but by and large they are raised out in the open. They will nerform for you. They are not harmed with excessive feed and you will ke our way of doing business,

Write or call for your catalog:

Richard Feiton 406/932-2428 31 years with Angus cattle . . . 14 years with performance records

·····or 916/924-9231

Phone: 707/468-5079 - pon.

408/637-0448

PHONE: 913/662-3921

CATTLE

BULLS: Coming 2, black Chianina. Limousin. Maine-Anjou. Priced right. 3037226-1130

T TRIANGLE LIMOUSIN

Annual rango bull sale

406/232-1790 — Milos City

406/683-2677 — Dillon

SHORTHORN

MJ RANCH

Oakdale, California

Shorthorn and Polled Short-

rn yearling buits. Semen test

Miles City Livestock Ctr. Miles City, Montana

Fed cattle lagging on unstable market

during the week under unstable market conditions. Price trends continued to be pushed lower under the influence of a downward trend in the wholesale dressed trade. More than adequate supply of market-ready cattle as evidenced by liberal slaughter, continues a major factor.

Yield grade and expected carcass weight also continued to be major price determing factors. Thus, choice yield grade 2-3 steers under 1200 lbs. and yield grade 2-3 heifers are under best demand and have broader outlets.

The estimated gross cutout value of choice 600-700 lb. beef carcasses at the end of January was \$102.76 per cwt., down \$2.49 from a week earlier and \$3.49 cwt. from a year

ARIZONA GOOD-CHOICE 900-1125 lbs. \$66-68.50; mostly good \$64-65.50; Holsteins and corrienties \$62-64. Good-choice heifers 875-1000 lbs. \$62-62.50; mostly good \$61-62. California good-choice steers 950-1000 lbs. \$67.25-68; over 1125 lbs. \$67; good \$66-67. Good-choice heifers 1085-1150 lbs. \$64-64.50.

Utah mostly choice steers 1126-1250 lbs. \$64-65; goodchoice Holsteins \$59. Mostly choice heifers 950-1000 lbs. \$62. Idaho mostly choice steers \$64.50-65; over 1250 lbs. \$62.50. Mostly choice heifers \$62-63.

WASHINGTON-OREGON CHOICE steers \$64.25-65, over 1160 lbs. down to \$62.50. Choice heifers \$62.25-63: YG 4s down to \$61.50. Colorado choice steers \$62-64.50; YG 4 down to \$60. Choice heifers \$60.50-62. Nebraska mostly choice steers \$59-61. Mostly choice heifers \$58.75-60. Kansas choice steers \$61-65; good-choice Holsteins \$58-59. Choice heifers \$60.50-61; good-choice \$59-60.

Texas-Oklahoma mostly choice steers \$62.50-63.50; good-choice \$61.50-62. Choice heifers \$61.75-62; good-choice \$60-61, under 850 lbs. to \$61.50.

UTAH MD. FRAME second and third calf stock cows with calves \$600-650 pair. Colorado md., few large frame #1 first and second calf bred heifers checked with calf 750-925 lbs. \$475-640 each: others 650-750 lbs. \$400-460 each. Young to middle age cows \$500-640; aged and broken mouth cows \$400-525. Texas md. frame #1 middle age to aged pairs \$475-550 pair; few #2 \$425-495 pair.

Choice steer boef in central U.S. carlot beef trade \$92-96; good \$92-93. Choice heifer beef 500-700 lbs. \$79-94. West Coast choice steer beef \$87-104; choice helfer carcasses

WASHINGTON-OREGON MD. frame #1 feeder steers 400-425 lbs. \$81: 675-825 lbs. \$70-72. Heifers 375-400 lbs. \$72; 775-825 lbs. \$62-62.50. Idaho md. frame #1 steers 675-800 lbs. \$70-71.50; heifers 650 lbs. \$64.

Kansas md. frame #1 feeder steers 300-400 lbs. \$84.50-87.50; 400-500 lbs. \$80.50-85; 500-600 lbs. \$72-76.75; 600-700 lbs. \$66.50-69.50; 700-800 lbs. \$67.25-70.50; 800-900 lbs. \$66-70.30. Md. frame #1 heifers 300-400 lbs. \$65-69; 400-500 lbs. \$65-67.75; 500-600 lbs. \$68.25-65.30;

TEXAS MD. FRAME #1 steers 300-400 lbs. 874.75-81.75; 400-500 lbs. \$70.50-77.75; 500-600 lbs. \$68-72; 600-700 lbs. \$67-70.76; 700-800 lbs. \$66-69; 800-900 ibs. \$65.25-66.50. Md. frame #1 helfers 300-400 lbs. \$68-69; 400-500 lbs. \$60.50-66; 500-600 lbs. \$60.50-65; 600-700 lbs. \$60,50-64,50

Southeast complex md, frame #1 steers 200-300 lbs. \$77-88; 300-400 lbs. \$67-80; 400-500 lbs. \$67-75; 500-600 lbs. \$63-72; 600-700 lbs. \$59-67; 700-900 lbs. \$58-66. Md. frame #1 helfers 200-300 lbs. \$61-69; 300-400 lbs. \$55-65; 400-500 lbs. 854-63; 500-600 lbs. 852-61; 600-700 lbs. \$50-60.

-prime 90-115 lbs. wooled slaughter lambs \$48-51; choice-prime 90-115 lbs. shorn #1-2 pelts \$51-53; 100-113 lbs. \$53.50-55.25 at Sioux Falls. San Angelo, Texas, choice-prime 100-120 lbs. wool-shorn #3 pelts \$50-56.75. San Angelo good slaughter ewes \$30-35; utility \$27-30; cull-utility \$23-27. Midwest utility-good \$15-22; oull \$10-15. Billing cull-good \$18-23.

SAN ANGELO CHOICE fancy feeder lambs 60-75 lbs. bulwark of the nation's \$63-66; 35-55 lbs. \$65-70; 75-80 lbs. \$60-64.50; 80-100 lbs. economy and the single \$55-60.

\$40.50-41.75; direct to 16 \$39.75-41; country points \$39-40. Omaha: 1-8 300-475 lbs. sows \$37-37.50; 475-600 lbs. the Oklahoma Department. \$37,50;38.25. Boars 275-600 lbs. \$32-32.50; 200-275 lbs. of Agriculture's marketing

Peed grain and hay prices increased 3.2% in January as During the trade year all feed grain prices jumped. Com and barley prices were from October 1979 through up 13 cents per bushel in January; cats increased 11 cents September 1980, agricultural exports accounted for

nimals in January. Hog prices were down \$8 10 per cwt. said. But heavy imports of from December and beef cattle were down 60 cents per cwt. non-agricultural (tems. Replacement livestock sold for 2.8% less.

The state of the s

CENTRALAUCTION

[Roports as quoted by markets] AMARILLO LIVESTOCK

high dressing \$47-49.50; canner

and cutter 1-2 \$37.50-42. Slaughter bulls, YG 1-2 1250-1950 lbs.

\$51-54.60. Replacements, md. frame 1 middle aged 700-950 lbs.

\$45-50; young 700-850 lbs. \$51-57.50; aged \$38-42. Sm.

frame 1-2 middle aged 650-800

LIVESTOCK EXCHANGE, INC.

Brush, Colo., Jan. 28-30

4,728 head received: Feeder

500-600 lbs. \$68-71.50;

steers, choice 300-400 lbs. \$83.50-91; 400-500 lbs. \$74.50-

600-700 lbs. \$66-70.85: 700-800

lbs. \$67.85-69.85; 800-900 lbs.

85.75. Feeder heijers, choice

200-300 lbs. \$73-74.50; 300-400

\$64.60-67.50; 500-600 lbs. \$65-

67.85; 600-700 lbs. \$84.85-67;

700-800 lbs. \$62.35-64.75; 800-

900 lbs. \$80-80.75; 900-1000 lbs.

\$58-60. Slaughter cows, ut. and comm. \$42.50-46.75; canner and

cutters \$39.50-43.50. Slaughte

bulls, YG 1 \$53.50-59.25; YG

TEXHOMA LIVESTOCK

COMM. CO., INC.

Texhoma, Okla., Jan. 30

helfers, choice, to 300 lbs

\$70-71.50: 300-400 lbs. \$64

500-600 lbs. \$64-64.40; 800-700

cows, \$37-48.50. Slaughter buils

FEEDER CATTLE AND CALF

Springfield, Mo., Jan. 28

3,200 head received: Feede

steers, md. frame 1 200-300 lbs.

\$75-82; 300-400 lbs. \$73.50-80

400-500 lbs. \$72-78.30; 500-600

\$67-70.50; 700-800 lbs. \$65-

68.75; 800-900 lbs. \$62-66; 978-994 lbs. \$60-61. Md. frame 1

350-500 lbs. \$64-72.25; 500-600

lbs. \$85-71. Feeder helfers, md.

68.50: 400-500 lbs. \$61.50-67.50;

500-600, lbs. \$59.50-65,10; 600-

700 lbs. \$58.50-64. Md. and lg. frame 1 400-500 lbs. \$59-66;

500-600 lbs. \$57.75-63.30. Md.

MCKINLEY-WINTER

LIVESTOCK COMM. CO., INC.

Dodge City, Kan., Jan. 28

and sm. frame 1 400-500 lbs. \$58-84.

\$68-73.76; 600-700 lbs.

\$63.20-64.10. Slaughter

69.25: 400-500 lbs. \$64-64.80

.25-67; 900-1000 lbs. \$64.85-

\$66.50-73; 400-500 lbs.

lbs. \$32-36.

Amarillo, Texas, Feb. 3 6,053 head received: Feed er steers, md. frams 1 300-400 lbs. \$76.50-79.70; 400-500 lbs. \$70.75-73.50; 500-600 lbs \$67.50-71.50; 600-700 lbs \$66,20-69.90; 700-800 lbs. \$66-69.50: 800-925 lbs. \$62,25-65.90 Md. and Ig. frame 1-2 400-500 \$64,50-69,75; 500-600 los. \$63.25-66, 600-800 lbs. \$62-64. Feeder helfers, md. frame 1 300-400 lbs. \$63-67; 400-500 lbs. \$59,25-62,75; 500-600 fbs. \$59 63.20; 600-725 lbs. \$58-61.50. Md. frame 1-2 400-600 lbs. \$55-59; 600-700 lbs. \$54-57-50; 720-900 lbs. \$34-39 700-775 lbs. \$52.50-55.10. Slaughter cows, ut. 2-3 \$41-46;

CO., INC. Emporia, Kan., Jan. 30

1,250 head received: Feeder steers, choice 250-500 lbs. \$73-77; good \$70-72; common \$68-70. ood and choice 500-650 lbs. \$69-74: common \$66-68: Good and choice 650-850 lbs. \$65-69; 850-100 \$58-65; com lbs. \$62-65; 850-1100 lbs. \$56-57. Feeder helfers, choice 250-450 lbs. \$68-70; good \$62-64; com-mon \$58-60. Good and choice, 460-650 lbs. \$62-69; 650-800 lbs. \$59-62; common 450-650 lbs. \$58.60; 650-800 lbs. \$55-57. Slaughter cows, helferettes \$53-55; ut. \$41-44; comm. \$38-40; canner and cutter \$38-42. Slaugh ter bulls, cutter \$50-52; ut. \$51 52. Replacements, stock cows \$46-50; pairs \$630-675; stocker bulls, 500-700 lbs. \$58-63; 700-1000 lbs.

PORT CITY STOCKYARDS Sealy, Texas, Jan. 29

steers, md. frame 1, 300-350 lbs \$82-86; 350-400 lbs. \$76-82; 400-450 lbs. \$68.50-77; 450-500 lbs. \$67-69; lg. frame 1, 550-600 lbs. \$66-68; sm. frame 1, 400-475 lbs. \$63-66; md. frame 2, 250-300 lbs \$81-85; 300-350 lbs. \$76-80; 350-400 lbs. \$70-76; 400-450 lbs. \$67-70; 450-500 lbs. \$65-68; 700-750 lbs. \$58-60; tg. frame 2, 550-675 lbs. \$58.50-63. Feeder helfers, md. frame 1 and 2, 250-300 lbs. \$65-68; 300-400 lbs. \$64-86; 400-500 lbs. \$60-64; 500-G00 lbs \$57-61; sm. Irame 2, 300-400 lbs. \$60-62. Slaughter bulls, YG 1-2. 1200-1800 lbs. \$54-60, low boning \$46-50. Slaughter cows, ut. 2-3 Feeder helfers, choics y 450-800 lbs. \$60-62.50; geg. md. \$55-62. Calves, choice; \$45-50.50; culler \$40-45; canner and low cutter \$37.50-40.50. Staughter calves, good 450-650 \$62.50-65. Slaughter cov. and comm. \$42.50-50; tle-s \$52-58; canner and cutter \$2 Slaughter bulls, stocker 87 62.50; ut. and comm. \$5250 ements, stocker t pairs \$425-650.

> SHEEP CENTENNIAL LIVESTOCK AUCTION

Fort Collins, Colo., Jan ti 740 head received; 8. SO4-105 lbs. \$50.25-55.25 122 Ibs \$43.28-48.50, Fr launtis, choice and fancy Ibs \$61-68.50; 80-91 lbs. 49 58. Ewes, choice tembing a line. \$46-52.50; broken mo: start lambing May \$24.59 solid mouth 140 lbs. with lar side \$60 per pair. Slaughler

TEXAS BEEF PRODUCE Custom Cattle Feder

Lemmy Wilson Livestock

Office: 615/623-8721 Also have some started calves

Rt. 4 • Newport, Tennessee 37821 Dave Cantwell 615/623-6179 615/623-3142

SWEETEN your profits. Finish your cattlest

Feed Yards, INC.

PO Box 188

DEITELSPACHER Angus • Simmental PRODUCTION SALE



2,500 head received: Faede steers, md. frame 1 300-400 lbs. 87; 530-600 lbs. \$72-76.75; 600 700 1ba. \$88-69.50. Feeder helfers, md. frame 1 300-400 lbs. \$65-69; 400-500 lbs. \$65-67.75;

Ag exports cut deficit

Agricultural exports are a largest factor in reducing deficits from imports, says Bob Daugherty, director of

created a deficit of \$51 GLEN RICHARDSON million



HELP WANTED

MAN 30 to 40-years-old, experi-enced in cow/calf operation. John Day, Oregon area. Home and utilities furnished. Salary negotiable Call. 503/829-4566.

FAMILY MAN, smaller, Califor nia cow/call ranch, sell starter

motivated, hard worker, sond resume, references. Long term arrangement for right people. Write Ad Dept 535 c/o W.J.

AMBITIOUS, self startor needer on cattle ranch. Basic mechanics

Good rewards available. Contact: Butch Gillespie, CutBank, Mon-tana. 406/873-4958.

couple for ranch work in northeastern New Mexico, Wife

conditions Write Ad Dept. 528

FARMER FOR WYOMING

mountain cattle ranch. Complet

knowledge of flood irrigation land preparation, small grain and

YOUNG, SINGLE MAN or couple

wanted for registered operation Basic experience in cow/ca necessary. A.I. and palpatio

experience an advantage. Need resume and references. Need someone willing to be trained for

RESPONSIBLE, retired couple for small, southern Oregon cattle

ranch. Farm mechanic, summer haying, winter feeding. Confort-able home, garden area, utilities

plus salary to supplement retirement income. References exchanged. Box 559, Eagle Point, OR 97524.

RESPONSIBLE family man or couple qualified in cow/calf and purebred operation. Knowledgeable irrigation, haying and general ranch management. Private home, utilities, in southern Oregon. State salary requirement and references. Write Ad Dept. 534 c/o WLJ.

a responsible 505/387-2925.

... SHORT CUT TO PROFITS

ADVERTISING RATES

BY THE WORD: 50 conts per insertion with a 10% discount if ad is ordered for 3 times 15% discount if ad is ordered for 6 times. Include name and address in word count. Count as one word each initial abbreviation whole number and phone ruin ber, hyphonated words as two. Minimum charge of \$700 BY THE INCH: \$23 00 per column inch per insortion with a 10% discount if ad is or

dered for 3 hinds. 15% discount if ad is ordered for G hinds NO CASH DISCOUNT FOR PAYMENT IN ADVANCE FOR EITHER WORD OR DIS. NEED MATURE, middled aged to cook for crew. Husband to be general handyman. All modern conveniences. Nice working

MAD RATES: \$1.00 imore per insertion for having a field face heart and your signature set in field face type. Word ads only

CONDITIONS

BLACK and WHITE add only. No obolographs or inverse EMPLOYMENT WANTED ADS must be paid in advance.

DEADLINE: 4 00 p.m. Tuesday for issue itialing Finday and stated the follow

arising Thereform made against the publication Publisher is not responsible for not considered in keeping with the publication is standards.

COMMISSIONS: Classified advertising is NOT agency commissionable. COMMISSIONS: Classified advertising is NOT agency commissionable

WESTERN LIVESTOCK JOURNAL

Barbara Wyckolf - Ext 47 Classified Ad Mgr.

PHONE 303/623 2800

EMPLOYMENT WANTED

MATURE, EXPERIENCED manager/foreman for your cow/calf/ steer operation. Do most of own vet. work. Good with horses. Ab-

sentee owner o.k. Phone: 916/ 529-2547, evenings.

EXPERIENCED Ranch manager, married, Licensed pilot, mechanic, welder, plumber, practi-

cal vel. cowboy, farmer, irrigator Bill Connors, 916/263-

EXPERIENCED, MARRIED man

with good management potential 8.8. Dogree in agriculture seek-ing position with responsibility

mountainous region. P.O. Box 1808, Pagosa Springs, CO 81147.

MARRIED MAN. 25, seeking and term employment of commercial cow/salf operation. Experienced in riding, doctoring preaking horess, haying and dependable. Write Ad Dept. 530

RELIABLE, MARRIED man, 25.

desires cattle ranch job in California. 8 years experience

Camornia. a years experience includes A.i., pregnancy tosting, practical vet. and horse shoeing. Excellent references. M. Clark, Rt. 2, Craigmont, ID 83523. 208/243-239.

WORKING

Manager/cowboss. Employed, married man, 42, no children, ex-

perienced. Good work record and references. Seeks permanent position with profit minded outlit with positive and progressive program. Write Ad Dept. 532 o/o WLJ.

. 6 WLJ

on commercial cattle operation

DO NOT PHONE in response to blind ads. Advertisors name, and locations reply will be promptly forwarded

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EMPLOYMENT WANTED

EXPERIENCED ranch and farm mechanic looking for permenent position on ranch or farm. Dependable family man, age 40, non-drinker, Call: 503/843-3982.

A YOUNG, very dependable, married man with family, seeks opportunity in cattle business. Would like to phess-in over 2-3 year period. Would also manage operation for absentee owner for right terms. Do have some capital to input. More information and references available on crouses. Call: 206/825-1376.

EXPERIENCED rench manager, 37 years old, wants rench fo manage. Qualified in cow/cait, yearling and sheep. Know flood, pivot, row irrigation and farming. Also, experienced with heavy aquipment and all types of machinery. Supervisory capabilities. Call: evenings, 505/374-2381.

COUPLE SEEKS stable ranch work in Montana, Wyoming mountain region, 30-year-olds, husband is cowboy, larrier, can dotter and calve, desires work with draft horse team for having, feeding. Wife is cook, bookkeeper, can buckaroo and manage lambing barn. References, Calt. 503/459-3474, evenings.

WINDMILLS FOR SALE: Lower your electric bill by up to 50% and more! (Dealers needed also for America's best new windmill. Eagle \$1'')! Free brochure' (Tolf free, 800/431-2363. Op. 132). American Wholesale Windmills, Box 281, Stone Mountain, GA 30088

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BURN BRUSH ing. Total cost: \$8:00 to \$10.00 per burned acre, less to

irger screages. Call now for de

CUSTOM SERVICE

our calves now and have the eady for grass when it com ocated in central Californ lust off interstate 5. above to

PHONE: 408/628-3243

IS HERE TO GO

Basolo Pureblood Beofalo Semen \$2.00 per Ampule

Bud Basolo P.O. Box 4267 Burlingame, CA 94010 PHONE: 415/342-8693 🗗 بيبر روية عند ننية إيجا بيد الذا 🗷

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SEMEN

SIMMENTAL BULLS For Sale selection ever. Bulls to ated in Texas and Wyomi Tom Risinger

BRANGUS BULLS Brangus bulls, 26 with pa pers. Coming 2's, ready to work. From callhood vaccinated herd. 1.250 to \$1.500. KEN BOND BRANGUS

512/762-3698

PHONE: 214/848-4881

elfer calves, and 200 Hereloi ossbred cow calving now. CALL: 209/688-4598 or 752-4827

number 1 and 2 Mexican

and native crossbred and Bran-gus calves. All weaned and pro-

TEXAS LONGHORN Production Sale Friday, February 20th, 2 p.m

Shasta Livestock Augtion Cottonwood, California Approximately 200 Head HAP MAGEE PHONE: 415/837-7228 Danville, California

ZR-COX

Hereford Sale

65 Mountain Ready Bulls

Salurday, March 14th, 1:00 p.m.

Arkie Kiehne, Auctioneer

ZR HEREFORD RANCH

PHONE: 506/472-5141

Santa Rose, New Mexico

JAY COX RANCH

PHONE: 505/894-2570

Winston, New Mexico

Want To Raise Club Calves?

Most efficient feeders or top

the ranch and see our bulle

ousin (red or black), Maine Anjou (red or black).

DOIG RANCH

Madera, California

ANGUS BULL SALE

ridav. February 27th, 12 Noon M

immental (some Polled), Lin

ive champions and reserve

ions in recent feed test

MATURE COUPLE with no small children for full time employment on ranch near Aspen, Colorado. Woman for total house care, cleaning, laundry, some cooking. Man for general maintenance around home, gardening, light farm chores. House, salary furnished. Detailed pest employment. Non-relative references required. Write Ad Dept. 510 c/o LIVESTOCK MANAGER: Bachcives fock manager: Bachelor Degree preferred, must have experience in running feedlot, yearling and/or cow/calf operation. experience in financial management, working with 5 or more people, 3 years or more experience at foreman or higher level. Send inquiries to: Cattle, P.O. Box 1941, Bozeman, MT 59715. BUFFALO CALVES **FOR SALE** Ron & Patty Smith 12496 Hwy. 69 Yuma, CO 60759

PHONE: 303/848-2479 **NEED DEPENDABLE HELP?** FOR SALE: purebred Santa Gertrudis 8 Brand buils and cows. Buils coming 2 and 3-year-olds. Price range \$1,000 to \$1,250. Brad cows 3-year-olds and up. Price range from \$800 to \$1,000. Contact: Dennis Heydt, W Arrow Ranch, Box 1074, Blamarck, ND 58502 or by phone; 701/255-0803. Farm and ranch manageme graduates avallable in Maro ocational-technical training i ow/calf, feedlot, swine, crops nance and operation and fare

ccepting applications for th 1981-82 school term. **ARM & RANCH MANAGEMENT** R. 1. Independence, KS 67301

ousiness administration. Als

PHONE: 316/289-4211 Word really FLIES when you advertise!

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Do It right the first time with our Ag Recruiting Service. You're in the driver's seat-we supply the horsepower. We'll search, screen, provide detailed candidate information and ar range interviews with the best talent evallable. There's no obligation until you hire one of our candidates. Let's talk business. Call: 303/221-2607.



HELP WANTED

332 Link Lane Fort Collina, Colorado 80524

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WANT custom cattle feeding Room for 800 head. Alfred L. Smith, Bradshaw, NE 68319. Phone: 402/736-4403. Classified ads are good sales-

TRIJ CATTLE CO.

Selling our TOP 150 coming year-old, registered Angus bul

Ready Rugged Reasonable Angus + Brangus Sulls Call us for bloodlines **FLATO RANCH**

547-5576 512/998-2805 LONGHORN BULLS FOR RENT for helfers or cows. HAP MAGEE, Danville, California. 415/837-7228 lassified ads aren't an expense

Agua Dulce, Tx.

in classified advertising REGISTERED

ed. Ready to work for you. horthom bulls and females PHONE: 209/881-3365 LINDCREST RANCH Harold & John Presion Rt. 1 Box 240 Warden, WA 98857 PHONE: 509/349-2682

FOR SALE: 30, registered Red Angus females, start calving March 1st. Bred to good sire. Also, 8 he/fer calves. Owner retiring, 503/451-2302 DISPERSION: 40 head, registered, horned, Hereford cattle. Now calving (Mark Donald/Line 40 MAINE-ANJOU, Limousia cross cows bred black Chlaning and Liniousin and 25 replace-ment, same cross, helfer calves. 1) performance records Your choice 15 at \$1,500 a pair/\$800 a pair atraight Through. 503/424-2122. Monroe, Oregon. 10 purebred Limousin helfer calves mostly black, 303/226-

Two-Year-Old Bulls areford, Angua and Brangus **MAPES RANCH** 10555 Maze Rd. Modesto, CA 95351 PHONE: 209/521-5376 or 209/522-1762

Crank up those profits with Frosty Acres Polled Shorthorn builts. They are performance tested ' semen tested ' sound dependable " genetically proven.

Ed, 916/299-3261; Dale: 916/299-3440; Ron 702/423-4449

40, 2-YEAR-OLD Brangus buils.
40, yearling Brangus buils. 250,
2-year-old Brangus helfers. 150
yearling Brangus helfers. 65,
4-year-old, registered Angus
cows, calving now. Bred to
registered Brahman buils. Double O Cattle Company, 209/6651562 or 805/489-9152.

Wellington, Colorado Excellent, growthy, percentage Simmental range buils available at private treaty. Buils available from Hereford, Angus, Black Šimmentai range bulis available

Troy Belyeu, Foreman

BRAHMAN'S 45 Coming 3-Year-Old Manso Bloodline

512/824-4587

HOLSTEIN BOYS ood quality calves 215 to 500 ounds. Thin, good bone black baldies and Hereford weighed and delivered on ap

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Feedor helfors, choice 300-400 lbs. \$68-74; 400-500 lbs. \$66-73.

500-600 ths \$65-68; 600-700 ths

\$63-65. Shoughter cows, ut. and comm. \$42-46; camor and cut-

FL PASO LIVESTOCK

AUCTION CO., INC.

El Paso, Texas, Jan. 27

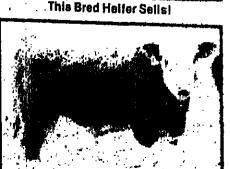
840 head received:

steers, md. frame 1 275-375 lbs. \$82-85. Md and Ig. Irame 1 400-498 lbs. \$76,50-79,35. Sm. frame 570-730 lbs. \$69-72.50. Feedor helfers, md. and Ig. frame 1 325-350 lbs. \$72-74.74; 375-430 lbs. \$67-71,50; 450-525 lbs. \$63high cutter and ut. 885-1295 lbs. \$40,50-45.80. 1 cutter 900-1065 tbs. \$38. Slaughter bulls, ut. and comm. 1260-1360 ibs. \$51.10-54.10; 1125-1090 lbs. \$49.75-745-920 lbs. \$48-60; feeder cows

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ACRES, \$4,950,000.980 ACRES, \$1,600 en acre, 4,600 HEAD sheep ranch, \$1,100,000. Sheep and cow combination, \$3,800,000.\$1,600 HEAD cow unit, \$2,000,000.1,200 COW outill, \$1,800,000. HOFER REAL ESTATE, Mountain Hom Idaho, Stan Scott, 208/687-8471.

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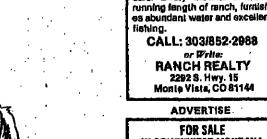
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Hesperus, by Prospector 7558, 3.50, feed conversion 6.03. Salers, Lon Miller, Ephraim. Utah, by Leader, 3.68, feed conversion 5.32. Angus, One Bar Eleven Ranch, Saratoga, Wyo., bull #39, 3.63, feed conversion 5.60. Red Angus, Redd Ranchos, Paradox, by Leachman Full Power, 3.20, feed conversion 6.01. Limousin, Pick Bar Ranch, Bayfield, 2.96, feed conversion 5.65. Polled Hareford, Paulal Ranches, Hesperus, by OR Victor UB1, 2.84, feed conversion 6.01.

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